

Message Text

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ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 AID-05 CIAE-00 EB-07 FRB-03

INR-07 NSAE-00 TRSE-00 XMB-02 OPIC-03 SP-02 CIEP-01

LAB-04 SIL-01 OMB-01 NSC-05 SS-15 STR-04 CEA-01 L-02

MC-02 (ISO) W

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R 091220Z APR 75

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 8001

INFO AMCONSUL BOMBAY

AMEMBASSY BEIRUT

C O N F I D E N T I A L NEW DELHI 4763

BEIRUT FOR RCCA DWOR

E.O. 11652: GDS

TAGS: EAIR, IN

SUBJ: AIRCRAFT SALES

REF: NEW DELHI 4377

1. THE MOST RECENT DEVELOPMENT ON THE AVIATION SALES FRONT IS THAT LOCKHEED SENT OUR AN OFFICIAL FROM LOCKHEED INTERNATIONAL FOR A COUPLE OF DAYS TO EXPLORE THE POSSIBILITIES OF IMPROVING THE ATTRACTIVENESS OF THE LOCKHEED SALES PACKAGE BY INCLUDING AN OFFER TO MAKE SOME EXPORT PURCHASES IN INDIA. HE TALKED IN TERMS OF \$5-10 MILLION OF PURCHASES IN THE NON-TRADITIONAL EXPORTS AREA, ESPECIALLY PRODUCTS OF THE ENGINEERING INDUSTRY. HE MAINTAINED A LOW PROFILE WHILE HERE AND SAW NO ONE IN THE GOVERNMENT OF INDIA, FEARING THAT FURFACING OF THE SCHEME MIGHT MAKE THE GOVERNMENT OF INDIA INSIST ON SOMETHING ALONG THIS LINE AND MIGHT ALSO SET OFF THE OPPOSITION ON AN ATTEMPT TO MATCH THE OFFER. IF HE CONSIDERS THE IDEA HAS MERIT, PROBABLY THE PRESIDENT OF LOCKHEED WILL COME TO INDIA TO PROPOSE THE IDEA.

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2. MEANWHILE, THE AIRBUS SALESMAN IS EXTREMELY ACTIVE IN HIS EFFORTS, ESPECIALLY IN THE FINANCING AREA. MINGRONE TELLS US THAT AIRBUS HAS NOW OFFERED 20-YEAR FINANCING AT 8.4 PERCENT INTEREST ON THE AIRBUS AND THAT THIS LED THE MINISTER OF FINANCE TO WRITE TO THE MINISTER OF CIVIL AVIATION RECOMMENDING IN FAVOR OF THE AIRBUS. THE GOVERNMENT OF INDIA IS OBVIOUSLY HAVING DIFFICULTY MAKING UP ITS MIND AND MAY WELL DEFER A DECISION INTO THE SUMMER MONTHS OR EVEN LATER.
SAXBE

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Message Attributes

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